

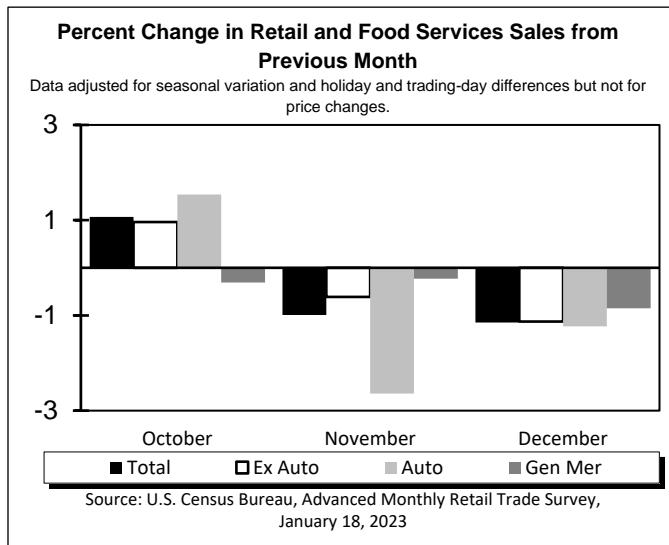
FOR RELEASE AT 8:30 AM EST, WEDNESDAY, JANUARY 18, 2023

ADVANCE MONTHLY SALES FOR RETAIL AND FOOD SERVICES, DECEMBER 2022

Release Number: CB23-06

January 18, 2023 — The U.S. Census Bureau announced the following advance estimates of U.S. retail and food services sales for December 2022:

ADVANCE MONTHLY SALES		
December 2022	\$677.1 billion	-1.1%
November 2022 (revised)	\$685.0 billion	-1.0%
Next release: February 15, 2023		
<p>* The 90 percent confidence interval includes zero. There is insufficient statistical evidence to conclude that the actual change is different from zero. Data adjusted for seasonal variation and holiday and trading-day differences but not for price changes. Source: U.S. Census Bureau, Advanced Monthly Retail Trade Survey, January 18, 2023</p>		



Advance Estimates of U.S. Retail and Food Services

Advance estimates of U.S. retail and food services sales for December 2022, adjusted for seasonal variation and holiday and trading-day differences, but not for price changes, were \$677.1 billion, down 1.1 percent (± 0.5 percent) from the previous month, but up 6.0 percent (± 0.7 percent) above December 2021. Total sales for the 12 months of 2022 were up 9.2 percent (± 0.4 percent) from 2021. Total sales for the October 2022 through December 2022 period were up 6.7 percent (± 0.5 percent) from the same period a year ago. The October 2022 to November 2022 percent change was revised from down 0.6 percent (± 0.5 percent) to down 1.0 percent (± 0.2 percent).

Retail trade sales were down 1.2 percent (± 0.5 percent) from November 2022, but up 5.2 percent (± 0.7 percent) above last year. Nonstore retailers were up 13.7 percent (± 1.1 percent) from December 2021, while food services and drinking places were up 12.1 percent (± 2.8 percent) from last year.

General Information

The January 2023 Advance Monthly Retail report is scheduled for release on February 15, 2023 at 8:30 a.m. EST. View the full schedule in the Economic Briefing Room: <<https://www.census.gov/economic-indicators/>>. The full text and tables of this release can be found at <www.census.gov/retail/>.

Data Inquiries

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EXPLANATORY NOTES

The advance estimates are based on a subsample of the Census Bureau's full retail and food services sample. A stratified random sampling method is used to select approximately 4,800 retail and food services firms whose sales are then weighted and benchmarked to represent the complete universe of over three million retail and food services firms. For more information on how data is collected for the Advance Monthly Retail Trade Survey, see our methodology page at:
[<https://www.census.gov/retail/marts/how_surveys_are_collected.html>](https://www.census.gov/retail/marts/how_surveys_are_collected.html).

Survey Description

The U.S. Census Bureau conducts the Advance Monthly Retail Trade and Food Services Survey to provide an early estimate of monthly sales by kind of business for retail and food service firms located in the United States. Each month, questionnaires are mailed to a probability sample of approximately 4,800 employer firms selected from the larger Monthly Retail Trade Survey. Advance sales estimates are computed using a link relative estimator. For each detailed industry, we compute a ratio of current-to-previous month weighted sales using data from units for which we have obtained usable responses for both the current and previous month. For each detailed industry, the advance total sales estimates for the current month is computed by multiplying this ratio by the preliminary sales estimate for the previous month (derived from the larger MRTS) at the appropriate industry level. Total estimates for broader industries are computed as the sum of the detailed industry estimates. The link relative estimate is used because imputation is not performed for most nonrespondents in MARTS. For a limited number of nonresponding companies that have influential effects on the estimates, sales may be estimated based on historical performance of that company. The monthly estimates are benchmarked to the annual survey estimates from the Annual Retail Trade Survey once available. The estimates are adjusted for seasonal variation and holiday and trading day differences. Additional information on MARTS and MRTS can be found on the Census Bureau website at: <www.census.gov/retail>.

Reliability of Estimates

Because the estimates presented in this report are based on a sample survey, they contain sampling error and nonsampling error.

Sampling error is the difference between the estimate and the result that would be obtained from a complete enumeration of the sampling frame conducted under the same survey conditions. This error occurs because only a subset of the entire sampling frame is measured in a sample survey. Standard errors and coefficients of variation (CV), as given in Table 3 of this report, are estimated measures of sampling variation.

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The margin of sampling error, as used on page 1, gives a range about the estimate which is a 90 percent confidence interval. If, for example, the percent change estimate is +1.2 percent and its estimated standard error is 0.9 percent, then the margin of sampling error is $\pm 1.753 \times 0.9$ percent or ± 1.6 percent, and the 90 percent confidence interval is -0.4 percent to +2.8 percent. If the interval contains 0, then one does not have sufficient evidence to conclude at the 90 percent confidence level that the change is different from zero and therefore the change is not statistically significant. Estimated changes shown in the text are statistically significant unless otherwise noted. For a monthly total, the median estimated coefficient of variation is given. The resulting confidence interval is the estimated value $\pm 1.753 \times CV \times$ (the estimated monthly total). The Census Bureau recommends that individuals using estimates in this report incorporate this information into their analyses, as sampling error could affect the conclusions drawn from the estimates.

Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. This type of error can occur because of nonresponse, insufficient coverage of the universe of retail businesses, mistakes in the recording and coding of data, and other errors of collection, response, coverage, or processing. Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

Statement Regarding COVID-19 Impact

The Census Bureau continues to monitor response and data quality and has determined that estimates in this release meet publication standards. For more information, see [COVID-19 FAQs](#).

Weather Information

For information on the impact of weather events on the compilation of this report, please see the Frequently Asked Questions (FAQs) on our website at:

[<www.census.gov/retail/marts_weather_faqs.html>](http://www.census.gov/retail/marts_weather_faqs.html)

RESOURCES

The Rest of the Consumer Spending Story

Retail and services together represent what's commonly referred to as consumer spending. Quarterly Services Survey (QSS) revenue comprises roughly 2/3 of the personal consumption expenditures component of the U.S. Gross Domestic Product (GDP) measured by the Bureau of Economic Analysis (BEA). The third quarter 2022 Quarterly Services Report was released on December 8, 2022 at 10:00 AM. Learn about historical revenue trends for certain industries going back 15 years and other data, such as in-patient days and discharges for hospitals, by visiting [<https://www.census.gov/services/index.html>](https://www.census.gov/services/index.html).

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API

The Census Bureau's application programming interface lets developers create custom apps to reach new users and makes key demographic, socio-economic and housing statistics more accessible than ever before. <www.census.gov/developers/>

FRED Mobile App



Receive the latest updates on the nation's key economic indicators by downloading the FRED App <<https://fred.stlouisfed.org/fred-mobile/>> for both Apple and Android devices. FRED, the signature database of the Federal Reserve Bank of St. Louis, now incorporates the Census Bureau's 13 economic indicators.

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* The 90 percent confidence interval includes zero. There is insufficient statistical evidence to conclude that the actual change is different from zero.

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Table 1. Estimated Monthly Sales for Retail and Food Services, by Kind of Business

(Total sales estimates are shown in millions of dollars and are based on data from the Advance Monthly Retail Trade Survey, Monthly Retail Trade Survey, and administrative records.)

NAICS ¹ code	Kind of Business	Not Adjusted						Adjusted ²					
		12 Month Total		2022			2021		2022		2021		
		2022	% Chg. 2021	Dec. ³ (a)	Nov. (p)	Oct. (r)	Dec.	Nov.	Dec. ³ (a)	Nov. (p)	Oct. (r)		
	Retail & food services, total	8,123,188	9.2	749,395	694,956	688,127	711,673	654,469	677,136	684,988	691,844	638,687	646,132
	Total (excl. motor vehicle & parts) ...	6,593,958	10.6	625,481	577,503	561,517	589,369	538,632	552,688	558,994	562,431	516,444	521,436
	Total (excl. gasoline stations)	7,365,021	7.4	694,939	635,829	623,453	659,844	602,186	617,556	622,552	628,376	582,043	591,213
	Total (excl. motor vehicle & parts & gasoline stations)	5,835,791	8.5	571,025	518,376	496,843	537,540	486,349	493,108	496,558	498,963	459,800	466,517
	Retail	7,100,125	8.2	660,004	610,784	597,349	632,849	579,687	588,805	595,823	602,583	559,863	567,165
	GAFO ⁴	(*)	(*)	(*)	139,211	127,047	163,597	137,115	(*)	126,839	127,872	122,515	125,383
441	Motor vehicle & parts dealers	1,529,230	3.3	123,914	117,453	126,610	122,304	115,837	124,448	125,994	129,413	122,243	124,696
4411, 4412	Auto & other motor veh. dealers .	1,405,029	2.7	113,773	107,084	115,898	112,739	106,400	113,773	115,392	118,870	112,290	115,027
44111	New car dealers	(*)	(*)	(*)	88,619	94,219	92,521	85,574	(NA)	(NA)	(NA)	(NA)	(NA)
4413	Auto parts, acc. & tire stores.....	(*)	(*)	(*)	10,369	10,712	9,565	9,437	(*)	10,602	10,543	9,953	9,669
442	Furniture & home furn. stores	143,429	1.0	12,585	12,610	12,028	12,678	12,795	11,504	11,796	12,064	11,473	12,003
4421	Furniture stores	(*)	(*)	(*)	6,825	6,638	6,455	6,656	(NA)	(NA)	(NA)	(NA)	(NA)
4422	Home furnishings stores	(*)	(*)	(*)	(S)	(S)	(S)	(S)	(NA)	(NA)	(NA)	(NA)	(NA)
443	Electronics & appliance stores	88,217	-6.3	9,764	8,521	6,864	10,446	8,940	7,030	7,107	7,195	7,445	7,395
444	Building material & garden eq. & supplies dealers.....	509,533	6.6	38,526	40,463	43,024	38,294	39,491	42,272	42,156	43,516	41,319	41,108
4441	Building mat. & sup. dealers	(*)	(*)	(*)	35,363	37,452	33,323	34,925	(*)	36,419	37,754	36,103	35,931
445	Food & beverage stores.....	947,571	7.6	88,804	82,050	80,891	82,729	75,733	81,315	81,290	80,957	76,082	75,526
4451	Grocery stores	848,518	8.3	77,549	73,298	72,607	71,845	67,280	72,953	72,861	72,534	67,971	67,347
4453	Beer, wine & liquor stores	(*)	(*)	(*)	6,270	5,969	7,701	6,021	(*)	6,081	6,103	5,821	5,863
446	Health & personal care stores	400,371	3.9	37,928	33,834	34,038	37,356	32,432	33,774	34,073	33,869	32,855	32,628
44611	Pharmacies & drug stores	(*)	(*)	(*)	27,670	28,294	30,120	26,784	(*)	28,063	27,876	27,184	27,164
447	Gasoline stations	758,167	29.9	54,456	59,127	64,674	51,829	52,283	59,580	62,436	63,468	56,644	54,919
448	Clothing & clothing accessories stores	312,311	6.2	40,739	28,886	25,120	39,375	28,725	26,035	26,111	26,310	25,295	26,147
44811	Men's clothing stores	(*)	(*)	(*)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)
44812	Women's clothing stores	(*)	(*)	(*)	3,593	3,260	4,340	3,823	(*)	3,269	3,350	3,323	3,460
44814	Family clothing stores	(*)	(*)	(*)	12,380	10,394	14,606	11,933	(NA)	(NA)	(NA)	(NA)	(NA)
4482	Shoe stores	(*)	(*)	(*)	3,519	3,179	4,557	3,340	(*)	3,453	3,474	3,396	3,323
451	Sporting goods, hobby, musical instrument, & book stores	110,920	2.8	13,393	10,273	8,849	12,824	10,040	9,333	9,322	9,354	8,980	9,236
452	General merchandise stores.....	830,327	3.2	88,851	76,493	70,683	85,128	74,215	69,371	69,964	70,128	66,862	68,086
4521	Department stores	134,197	1.0	16,959	12,726	10,903	17,073	13,079	10,185	10,899	11,254	10,242	11,245
4529	Other general merch. stores....	(*)	(*)	(*)	63,767	59,780	68,055	61,136	(*)	59,065	58,874	56,620	56,841
45291	Warehouse clubs & supercenters.....	(*)	(*)	(*)	54,396	51,314	57,754	52,309	(*)	50,460	50,357	48,451	48,660
45299	All oth. gen. merch. stores.....	(*)	(*)	(*)	9,371	8,466	10,301	8,827	(*)	8,605	8,517	8,169	8,181
453	Miscellaneous store retailers	185,782	14.4	15,620	14,854	16,279	15,595	14,565	14,788	14,948	15,837	14,446	14,583
454	Nonstore retailers	1,284,267	11.4	135,424	126,220	108,289	124,291	114,631	109,355	110,626	110,472	96,219	100,838
4541	Elect. shopping & m/o houses	(*)	(*)	(*)	114,696	97,131	113,929	104,804	(*)	99,476	99,012	87,302	91,372
722	Food services & drinking places	1,023,063	16.7	89,391	84,172	90,778	78,824	74,782	88,331	89,165	89,261	78,824	78,967

(*) Advance estimates are not available for this kind of business.

(NA) Not available (a) Advance estimate (p) Preliminary estimate (r) Revised estimate

(S) Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality.

(1) For a full description of the NAICS codes used in this table, see <<https://www.census.gov/naics/>>.

(2) Estimates are concurrently adjusted for seasonal variation and for holiday and trading day differences, but not for price changes. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-13ARIMA-SEATS program. The factors derived from the program are used in calculating all seasonally adjusted estimates shown in this table. Year-to-date seasonally adjusted sales estimates are not tabulated. Adjustment factors and explanatory material can be found on the Internet at <<http://www.census.gov/retail/>>.

(3) Advance estimates are based on early reports obtained from a small sample of firms selected from the larger Monthly Retail Trade Survey (MRTS) sample. All other estimates are from the MRTS sample.

(4) GAFO represents firms which specialize in department store types of merchandise and is comprised of furniture & home furnishings (442), electronics & appliances (443), clothing & accessories (448), sporting goods, hobby, musical instrument, and book (451), general merchandise (452), office supply, stationery, and gift stores (4532).

Source: U.S. Census Bureau, Advance Monthly Retail Trade Survey, January 18, 2023. Table 3 provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <www.census.gov/retail/how_surveys_are_collected.html>.

Table 2. Estimated Change in Monthly Sales for Retail and Food Services, by Kind of Business

(Estimates are shown as percents and are based on data from the Advance Monthly Retail Trade Survey, Monthly Retail Trade Survey, and administrative records.)

NAICS code	Kind of Business	Percent Change ¹					
		Dec. 2022 Advance from --		Nov. 2022 Preliminary from --		Oct. 2022 through Dec. 2022 from --	
		Nov. 2022 (p)	Dec. 2021 (r)	Oct. 2022 (r)	Nov. 2021 (r)	Jul. 2022 through Sep. 2022	Oct. 2021 through Dec. 2021
	Retail & food services, total	-1.1	6.0	-1.0	6.0	0.1	6.7
	Total (excl. motor vehicle & parts)	-1.1	7.0	-0.6	7.2	0.2	7.6
	Total (excl. gasoline stations)	-0.8	6.1	-0.9	5.3	0.5	6.2
	Total (excl. motor vehicle & parts & gasoline stations)	-0.7	7.2	-0.5	6.4	0.7	7.1
	Retail	-1.2	5.2	-1.1	5.1	-0.2	5.8
441	Motor vehicle & parts dealers	-1.2	1.8	-2.6	1.0	-0.1	2.8
4411, 4412	Auto & other motor veh. dealers ...	-1.4	1.3	-2.9	0.3	-0.2	2.3
442	Furniture & home furn. stores	-2.5	0.3	-2.2	-1.7	-1.6	-0.4
443	Electronics & appliance stores	-1.1	-5.6	-1.2	-3.9	-3.9	-7.9
444	Building material & garden eq. & supplies dealers.....	0.3	2.3	-3.1	2.5	-0.8	4.6
445	Food & beverage stores.....	0.0	6.9	0.4	7.6	2.2	7.3
4451	Grocery stores	0.1	7.3	0.5	8.2	2.3	7.8
446	Health & personal care stores	-0.9	2.8	0.6	4.4	0.5	3.9
447	Gasoline stations	-4.6	5.2	-1.6	13.7	-3.7	11.9
448	Clothing & clothing accessories stores	-0.3	2.9	-0.8	-0.1	0.0	2.1
451	Sporting goods, hobby, musical instrument, & book stores	0.1	3.9	-0.3	0.9	0.5	3.1
452	General merchandise stores.....	-0.8	3.8	-0.2	2.8	0.1	3.0
4521	Department stores	-6.6	-0.6	-3.2	-3.1	-5.6	-1.9
453	Miscellaneous store retailers	-1.1	2.4	-5.6	2.5	-4.7	4.4
454	Nonstore retailers	-1.1	13.7	0.1	9.7	0.8	11.3
722	Food services & drinking places	-0.9	12.1	-0.1	12.9	2.3	12.9

(p) Preliminary estimate (r) Revised estimate

(1) Estimates shown in this table are derived from adjusted estimates provided in Table 1 of this report.

Source: U.S. Census Bureau, Advance Monthly Retail Trade Survey, January 18, 2023. Table 3 provides estimated measures of sampling variability.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at www.census.gov/retail/how_surveys_are_collected.html.

Table 3. Estimated Measures of Sampling Variability and Revision to Advance Estimates Dec. 2022

(Estimates are shown as percents and are based on data from the Advance Monthly Retail Trade Survey and Monthly Retail Trade Survey)

NAICS Code	Kind of Business	Median CV Current Mo. (%)	Median standard error Percent change			Revision for month-to-month change	
			Previous Mo. to Current Mo.	Previous Qtr. to Current Qtr.	Current Mo. to same Mo. Last Yr.	Average revision	Median absolute revision
	Retail & food services, total	0.8	0.3	0.2	0.4	0.2	0.2
	Total (excl. motor vehicle & parts)	0.9	0.2	0.2	0.4	0.2	0.2
	Total (excl. gasoline stations)	0.9	0.3	0.2	0.4	0.2	0.3
	Total (excl. motor vehicle & parts & gasoline stations)	1.0	0.3	0.2	0.4	0.3	0.3
	Retail, total	0.7	0.3	0.2	0.4	0.2	0.3
441	Motor vehicle & parts dealers	1.6	0.9	0.4	1.1	0.2	0.4
4411, 4412	Auto & other motor veh. dealers	1.6	1.0	0.4	1.1	0.2	0.4
442	Furniture & home furn. stores.....	2.6	1.0	0.7	1.6	0.4	0.7
443	Electronics & appliance stores	2.1	0.6	0.5	0.9	0.2	0.6
444	Building material & garden eq. & supplies dealers.....	2.5	0.7	0.5	1.1	-0.2	0.4
445	Food & beverage stores.....	0.7	0.1	0.2	0.4	0.1	0.2
4451	Grocery stores	0.7	0.1	0.2	0.5	0.1	0.1
446	Health & personal care stores	3.3	0.4	0.3	0.9	0.5	0.6
447	Gasoline stations	1.3	0.4	0.3	0.9	0.0	1.2
448	Clothing & clothing accessories stores	2.6	0.9	0.7	1.4	0.1	0.4
451	Sporting goods, hobby, musical instrument, & book stores	2.7	0.7	0.9	1.6	0.2	0.2
452	General merchandise stores.....	1.1	0.1	0.1	0.1	0.1	0.1
4521	Department stores	0.0	0.0	0.0	0.0	0.1	0.3
453	Miscellaneous store retailers	5.2	2.8	1.4	3.2	-0.7	2.3
454	Nonstore retailers	1.5	0.5	0.4	0.6	0.8	1.0
722	Food services & drinking places	3.7	0.9	0.6	1.6	0.3	0.5

(1) Estimated measures of sampling variability are based on estimates not adjusted for seasonal variation or holiday or trading day variation. Medians are based on estimates for the most recent 12 months.

(2) These columns provide measures of the difference between the advance-to-preliminary and preliminary-to-final estimates of month-to-month change for the same pair of months as measured by the Advance sample and MRTS sample. The average and median revisions are based on estimates for the most recent 12 months.

Source: U.S. Census Bureau, Advance Monthly Retail Trade Survey, January 18, 2023. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <www.census.gov/retail/how_surveys_are_collected.html>.